

START SOMETHING BEAUTIFUL

Freedom AND
Flexibility
Girlfriends
Money
AND Choices



Table close for the opportunity

1 Before we finish up **flip your placemat back over one more time**. That is a picture of our starter kit and everything that comes with it. If you heard anything today that caught your attention—more time, more money, more freedom, more flexibility, more friends, a free car—and you're considering getting at least the Miracle Set, I suggest you purchase a starter kit. You will get your set plus the CC Cream you tried today, mascara and an eye makeup remover, and it opens the door for you to explore what else Mary kay has to offer you. If you decide you don't want more, I will treat you as a treasured customer. You are all smart women—**isn't it worth it to just find out?** I'd rather you know than wonder what would **WHAT IF?**

2 Let's go ahead and give away some prizes! Remember our **FOLLOW-UP gift? Who has it at their spot?**

Congratulations! It's yours!

3 Now, who has the **most tickets?** Congratulations to you! You get this gift. (Hand out a wrapped gift to the winner—sample, color card, mini hand cream, etc.)